



SMALL BUSINESS PROCUREMENT OPPORTUNITY CONFERENCE

7 OCTOBER 2003

**“...we should be less interested in presence and
more interested in presence with a purpose.”**

ADM Clark, 13 August 2003

CAPT Alan G. Maiorano
Commander, Port Hueneme Division
Naval Surface Warfare Center



AGENDA

- A Culture of Readiness
- Our Approach
- Moving Forward
- Priorities
- WIFM

CNO Priorities

- Current Readiness
- Future Readiness
- Alignment
- Quality of Service
- Manpower



The United States Navy Today

06 OCTOBER 2003



OIF
31 March 2003

303 Ships
Underway 195 (64%)
Deployed 164 (54%)

295 SHIPS
ACTIVE DUTY END STRENGTH: 382,251
RESERVE END STRENGTH: 87,826

UNDERWAY: 137 (46%) 3 CV, 4 LHA/LHD
DEPLOYED: 108 (36%) 3 CSG, 3 ESG TOTAL PERSONNEL: 42,066



A Culture of Readiness

- “Sustained Readiness” vs “Cyclic Readiness”
- Days vs weeks/months
- Traditional rotational deployment replaced with forward deployment PLUS surge capability
- Ready shortly after return from deployment (R Plus) replaces working up for deployment (D Minus)

Readiness is our most fundamental deliverable



A Culture of Readiness Means ...

- Focus on the fleet
- Response time is hours, not days
- Be agile, priorities will change
- ID and remove process obstacles
- Get it right first time
- OUR collective and collaborative tool box is large

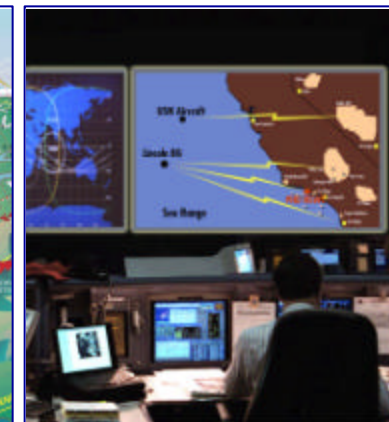
AGILITY

FLEXIBILITY

TEAMWORK



Increasing Complexity



**Missile
Systems**

**Weapon
Systems**

**Combat
Systems**

**Battle Force
Systems**

**Theater Warfare
Systems**

**Network
Centric Warfare**

1963

1971

1980

1996

2002

2010

Evolving to Higher Level Systems



The Nature of Business...

- IS CHANGING RAPIDLY
- TEAMING AND COOPERATION VS. COMPETITION
- “SPEED TO MARKET” (READINESS NOW, NOT LATER!)

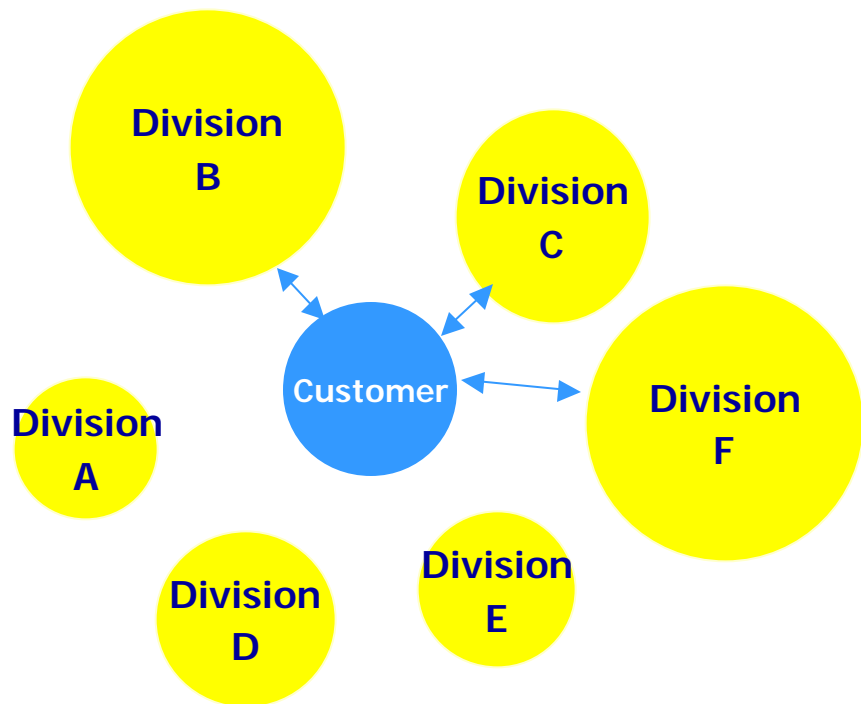




What Is Different

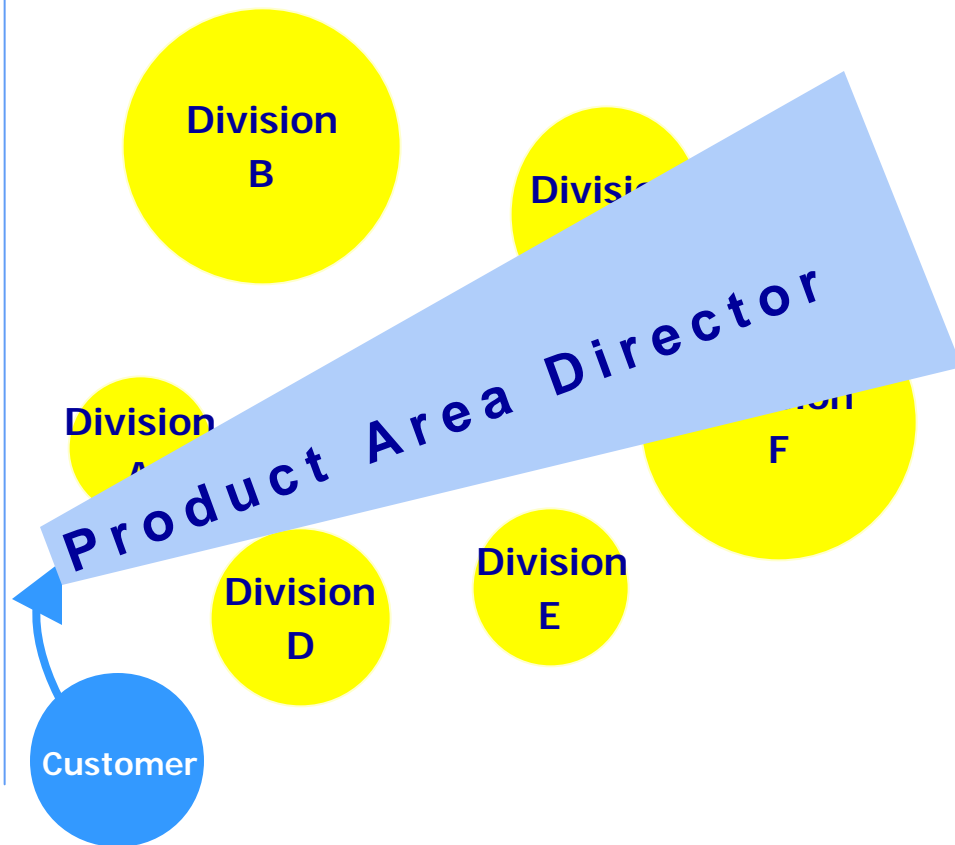
Now

- Geographic supply focus
- Site-focused acceptance of tasking



Will be

- Seamless supply focus
- "Centralized" customer entry
- "Centralized" task acceptance





Warfare Center Product Areas & PADs

- Force Level Warfare Systems – ***Tom Pendergraft***
- Ships & Ship Systems – ***Randy Reeves***
- Surface Ship Combat Systems – ***Charles Giacchi***
- Littoral Warfare Systems – ***Dave Skinner***
- Navy Strategic Weapon Systems – ***Sheila Young***
- Ordnance – ***Steve Mitchell***
- USW Command & Control Systems – ***Don McCormack***
- USW Weapon & Vehicle Systems – ***Pete Trask***
- USW Ranges, Analysis & Assessment – ***Don McCormack (Acting)***
- USW Fleet Material Readiness – ***Jim Meng (Acting)***
- Homeland & Force Protection – ***Gene Gallaher***
- Surface Warfare Logistics & Maintenance – ***Duane Embree***



Workforce Team

GOVERNMENT CIVILIANS

- Long-term Technical Accountability/Authority
- Core Skills and Expertise/Smart Buyer



ACTIVE DUTY MILITARY

- Fleet Perspective and Experience
- Technical Leadership Expertise



INDUSTRY

- Innovation and Agility
- Complement Government Knowledge Base
- Product Development



RESERVE MILITARY

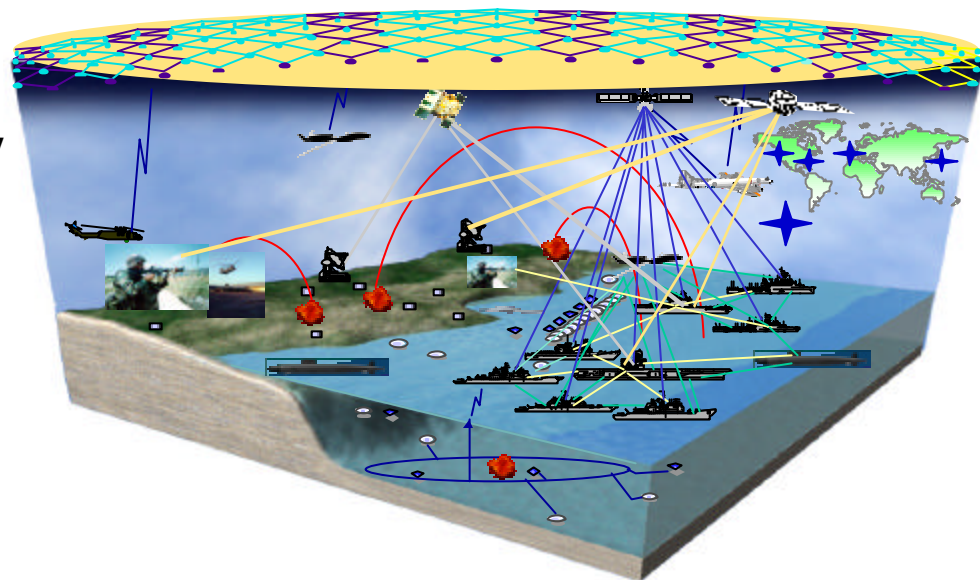
- Unique Mix of Military and Industry Skills/Experience
- Augment and Sustain Warfare Systems Expertise

- Minimum Duplication
- Optimize Investments
- Maximum Synergy



Moving Forward

- Learn
 - What others are doing
 - How to deploy products faster
- Partner
 - Waterfront
 - Industry
 - Your Navy sponsors
- Invest
 - In the right tools
 - At the right time
- Communicate
 - Internally
 - Externally
- Act





WIFM?

- FY02 obligations to commercial firms by co-sponsors: \$765M
 - 39% to Small Business - \$300M
 - 13% to Minority Firms - \$100M
 - 8% to Women-Owned - \$60M
- By any measure, \$300M is a lot of “WIFM”!